

## Message Text

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ORIGIN PM-05

INFO OCT-01 AF-10 HA-05 ISO-00 ACDA-12 CIAE-00 INR-10  
NSAE-00 SS-15 SSO-00 NSCE-00 L-03 OMB-01 TRSE-00  
INRE-00 MCE-00 ( ISO ) R

DRAFTED BY PM/SAS:COCECIL:RG  
APPROVED BY PM/SAS:ASKOCHANЕК  
AF/W:TWMSMITH  
ACDA:RDUTER  
HA/HR:OJONES  
DOD/DSAA:RVIOLETTE

-----023725 291626Z /41

O R 291435Z MAR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY NIAMEY IMMEDIATE  
INFO SECDEF WASHDC 0009  
CSAF WASHDC

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E.O. 11652:N/A

TAGS: MASS, NG

SUBJECT: C-130'S FOR NIGER

REF: NIAMEY 1258

1. DEPARTMENT HAS AUTHORIZED DOD TO PREPARE P AND A DATA  
FOR FMS SALE OF THREE C-130 AIRCRAFT TO GON. (FYI, SUCH  
PREPARATION NORMALLY REQUIRES UP TO SIXTY DAYS, BUT DOD,  
IN RESPONSE TO OUR REQUEST, WILL PROVIDE DATA WITHIN NEAR  
FUTURE, END FYI).

2. SEQUENCE OF EVENTS IS AS FOLLOWS:

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-- PREPARATION AND PRESENTATION OF P AND A DATA

-- ASSIGNMENT OF APPROPRIATE PRIORITY UNDER PROCEDURES  
FOR MANAGMENT OF ARMS TRANSFER CEILING. (FYI, THIS  
ISSUE WILL BE ADDRESSED AT NEXT MONTHLY REVIEW.

-- PRESIDENT REVIEWS IN PRINCIPLE PROPOSED SALE

-- GON REVIEWS P AND A DATA AND REQUESTS LETTER OF OFFER (LOA), PREPARATION OF WHICH MAY TAKE UP TO 60 DAYS.

-- 20-DAY PERIOD FOR INFORMAL ADVANCE CERTIFICATION TO CONGRESS OF PROPOSED LOA.

-- 30-DAY PERIOD FOR FORMAL CONGRESSIONAL REVIEW AT TIME OF SUBMITTING FORMAL CERTIFICATION TO CONGRESS, COPY OF LOA UNSIGNED BY USG OFFICIAL, BUT WITH FULL COSTING DATA, MAY BE TRANSMITTED FOR PRESENTATION TO GON FOR STUDY. SIGNED LOA MAY BE PRESENTED TO GON FOLLOWING 30-DAY CONGRESSIONAL REVIEW PERIOD.

3. TO ASSIST IN PREPARATION OF ECONOMIC IMPACT STATEMENT REQUEST EMBASSY PROVIDE FOLLOWING:

(A) GON'S TOTAL DEFENSE EXPENDITURES FOR CURRENT OR PREVIOUS FISCAL YEAR AS A PERCENTAGE OF GNP.

-- AS A PERCENTAGE OF GNP

-- AS A PERCENTAGE OF CURRENT OR PREVIOUS YEAR'S BUDGET

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-- AS A PERCENTAGE OF IMPORTS

(B) COMPARISON OF DEFENSE EXPENDITURES WITH EXPENDITURES FOR ECONOMIC AND SOCIAL DEVELOPMENT, AND EXTENT TO WHICH THERE HAS BEEN A TREND TOWARD INCREASING DEFENSE EXPENDITURES.

4. WE HAVE ONE REPORT THAT SOMEONE PURPORTING TO REPRESENT THE GON HAS APPROACHED LOCKHEED DIRECTLY WITH A REQUEST FOR A PRICE QUOTATION FOR TWO C-130S. YOU SHOULD INSURE THAT GON UNDERSTANDS THAT USG DOES NOT NORMALLY PROVIDE FMS PRICE QUOTATIONS FOR COMPARISON WITH PRICES OFFERED DIRECTLY BY PRIVATE BUSINESS SECTOR. IN ANY CASE, SINCE SALE OF THREE AIRCRAFT WOULD CONSTITUTE A SALE OF MAJOR DEFENSE EQUIPMENT EXCEEDING \$25 MILLION IN VALUE, SUCH A SALE CAN ONLY PROCEED VIA FMS CHANNEL, AND WE ASSUME THEREFORE THAT GON HAS NO FURTHER NEED FOR DIRECT TALKS WITH LOCKHEED.

5. A VISIT BY THE FOREIGN MINISTER TO FINALIZE TERMS OF SALE IS UNNECESSARY. LOA'S ARE TECHNICAL, DETAILED CONTRACT PROPOSALS AND REQUIRE TECHNICAL EXPERTISE IN

THEIR PREPARATION RATHER THAN HIGH LEVEL POLITICAL IN-PUT.  
AS WORK ON LOA PROCEEDS, NEED TO DEVELOP ADDITIONAL DATA  
MAY REQUIRE CONSULTATIONS BETWEEN DOD AND OFFICIALS OF  
GON AIR FORCE. COOPER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MILITARY AIRCRAFT, MILITARY SALES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE080381  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** COCECIL:RG  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780136-0513  
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**Handling Restrictions:** n/a  
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**Message ID:** 38c1d1ba-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN PM  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 NIAMEY 1258  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 25 apr 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3156969  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** C-130\ S FOR NIGER  
**TAGS:** MASS, NG  
**To:** NIAMEY  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014